

Fresh Oranges:

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during March 1999. The denominator represents the total number of FEU shipped, by all carriers, throughout the 1998 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, March 1999.

Market Share-March:

Each carrier's current market share is based on the number of containers shipped during March 1999. Source: PIERS, March 1999.

Market Share-CY 1999:

Each carrier's market share is based on the total number of containers shipped throughout the 1999 calendar year. Source: PIERS, 1999.

Transit Time:

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

Ocean Rates:

Ocean rates are applicable for June 15, 1999. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the DXI on-line rate tariff and PLUS Tariff retrieval systems.

Container Rate:

Container rates for Fresh Oranges are quoted on full 40-foot refrigerated containers unless otherwise noted.

Definitions

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: June 15, 1999 Page 1 of 7

L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Oranges

Monthly Market Share For: March 1999

Month\Year: 144\253

| Surcharges: | | | | | | | | | | | | |
|-----------------|------------------------|---|--|---|---|--|--|---|---|---|---|---|
| Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| 52% | 47% | 12 Days | \$2,000 ¹ | | | | | | | | | \$2,000 |
| 36% | 32% | 14 Days | \$2,000 ¹ | | | | | | | | | \$2,000 |
| 8% | 13% | 19 Days | \$150.00 | | | | | | | | 20 KT | \$3,000 |
| 3% | 6% | 14 Days | \$2,000 ¹ | | | | | | | | | \$2,000 |
| 1% | 0% | 16 Days | \$2,0001 | | | | | | | | | \$2,000 |
| | 52% 36% 8% 3% | Share Share CY 52% 47% 36% 32% 8% 13% 3% 6% | Share Share CY Time 52% 47% 12 Days 36% 32% 14 Days 8% 13% 19 Days 3% 6% 14 Days | Share Share CY Time Ocean Rate 52% 47% 12 Days \$2,000¹ 36% 32% 14 Days \$2,000¹ 8% 13% 19 Days \$150.00 3% 6% 14 Days \$2,000¹ | Share Share CY Time Ocean Rate BAF 52% 47% 12 Days \$2,000¹ 36% 32% 14 Days \$2,000¹ 8% 13% 19 Days \$150.00 3% 6% 14 Days \$2,000¹ | Share Share CY Time Ocean Rate BAF CY 52% 47% 12 Days \$2,000¹ 36% 32% 14 Days \$2,000¹ 8% 13% 19 Days \$150.00 3% 6% 14 Days \$2,000¹ | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF 52% 47% 12 Days \$2,000¹ \$2,000¹ \$2,000¹ \$36% 13% 19 Days \$150.00 \$36% \$36% 14 Days \$2,000¹ \$36% | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC 52% 47% 12 Days \$2,000¹ \$2,000¹ \$2,000¹ \$36% 14 Days \$150.00 \$13% 19 Days \$150.00 \$14 Days \$2,000¹ \$2,000¹ \$2,000¹ \$36% \$2,000¹ \$2,000¹ \$36% \$2,000¹ \$2,000¹ \$36% \$36% \$2,000¹ \$2,000¹ \$36% | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC CFS Rec 52% 47% 12 Days \$2,000¹ \$2,000¹ \$2,000¹ \$32% 14 Days \$150.00 \$14 Days \$150.00 \$2,000¹ \$36% \$14 Days \$2,000¹ \$2,000¹ \$2,000¹ \$2,000¹ \$2,000¹ \$2,000² | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC CFS Rec ARB 52% 47% 12 Days \$2,000¹ \$2,000¹ \$2,000¹ \$32% 14 Days \$150.00 \$150.00 \$36% 14 Days \$2,000¹ \$150.00 | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. 52% 47% 12 Days \$2,000¹ \$2,000¹ \$2,000¹ \$32% 14 Days \$150.00 \$38% 13% 19 Days \$150.00 \$38% \$38% \$2,000¹ \$38% | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. Size 52% 47% 12 Days \$2,000¹ \$2,000¹ \$2,000¹ \$2,000¹ \$20 KT 8% 13% 19 Days \$150.00 \$2,000¹ \$20 KT 3% 6% 14 Days \$2,000¹ \$2,000¹ \$20 KT |

¹ Rate is per container

Issue Date: June 15, 1999

Page 2 of 7

L.A./L.B./Oakland Ports To Hong Kong

Fresh Oranges

Monthly Market Share For: March 1999

Surcharges: Market Market **Transit** Share CY Time Carrier Ocean Rate **BAF** CYCFS Rec ARB Cotton R. Size Share **CAF THC ContainerRate** COSCO \$2,2101 \$2,210 23% 18 Days 45% Yang Ming 17% 18 Days 9% APL 10% 26% 13 Days \$1.72 \$34 \$2,212 OOCL 10% 6% 14 Davs \$1.93 \$1.834

| 0002 | 1070 | 0 / 0 | Dayo | Ψ1.00 | | | Ψ1,001 |
|--------------|------|-------|---------|----------------------|-------------------|------|---------|
| P&O Nedlloyd | 8% | 7% | 20 Days | \$2,2101 | | | \$2,210 |
| Sea-Land | 5% | 4% | 24 Days | \$2,2101 | | | \$2,210 |
| Hyundai | 2% | 6% | 13 Days | \$2,210 ¹ | | | \$2,210 |
| Hanjin | 2% | 3% | 16 Days | \$1.72 | | \$26 | \$2,076 |
| Maersk | 1% | 6% | 15 Days | \$2,210 ¹ | \$20 ¹ | | \$2,230 |
| Cho Yang | 1% | 4% | 16 Days | \$1.72 | | \$34 | \$2,212 |
| Mitsui OSK | 0% | 3% | 13 Days | \$2,210 ¹ | | | \$2,210 |

¹ Rate is per container

Month\Year: 170\527

Issue Date: June 15, 1999

Page 3 of 7

L.A./L.B./Oakland Ports To Keelung, Taiwan

Fresh Oranges

Monthly Market Share For: March 1999

Month\Year: 196\253

| 1410Htm/1 car. 100 1200 | | | | Ocean Rate | | | | | | | | | |
|-------------------------|-----------------|--------------------|-----------------|----------------------|------|----|-----|-----|---------|-----|-----------|------|---------------|
| Carrier | Market Share | Market Share CY | Transit Time | | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| OOCL | 31% | 31% | 14 Days | \$2,3801 | | | 5% | | | | | | \$2,499 |
| Cho Yang | 26% | 21% | 14 Days | \$2.63 | | | | | | | | | \$2,499 |
| APL | 19% | 16% | 16 Days | \$2.63 | | | | | | | | | \$2,499 |
| Sea-Land | 6% | 6% | 16 Days | \$2,600 ¹ | | | 5% | | | | | | \$2,730 |
| Hanjin | 5% | 6% | 15 Days | \$2,160 ¹ | | | 5% | | | | | | \$2,340 |
| Mitsui OSK | 5% | 4% | 14 Days | \$2,3801 | | | 5% | | | | | | \$2,499 |
| Yang Ming | 4% | 5% | 15 Days | | | | | | | | | | |
| NYK Line | 2% | 3% | 15 Days | \$2,3801 | | | 5% | | | | | | \$2,499 |
| Maersk | 2% | 1% | 15 Days | \$2,245 ¹ | \$20 | | | | | | | | \$2,265 |
| Evergreen | 1% | 1% | 15 Days | \$2.63 | | | | | | | | | \$2,499 |
| Hyundai | 1% | 1% | 15 Days | \$2,380 ¹ | | | 5% | | | | | | \$2,499 |
| Hapag-Lloyd | 1% | 0% | 15 Days | \$2.83 | | | 5% | | | | | | \$2,823 |

¹ Rate is per container

Issue Date: June 15, 1999

Page 4 of 7

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Oranges

Monthly Market Share For: March 1999

Month\Year: 119\231

| Monun 1 ear. 119 \(\infty\) | | | | | | | | | | | | | |
|---------------------------------|-----------------|--------------------|-----------------|----------------------|-------------------|----|-----|------|---------|-----|-----------|------|------------------------|
| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | Container R ate |
| Hyundai | 22% | 21% | 19 Days | \$2,600 ¹ | | | | | | | | | \$2,600 |
| P&O Nedlloyd | 20% | 19% | 19 Days | \$2,600 ¹ | | | | | | | | | \$2,600 |
| APL | 20% | 18% | 19 Days | \$3.08 | | | | \$34 | | | | | \$3,504 |
| Sea-Land | 13% | 10% | 22 Days | \$2,600 ¹ | | | | | | | | | \$2,600 |
| OOCL | 13% | 10% | 20 Days | \$3.08 | | | | \$34 | | | | | \$3,504 |
| Maersk | 5% | 3% | 24 Days | \$2,4001 | \$20 ¹ | | | | | | | | \$2,420 |
| Cho Yang | 3% | 4% | 21 Days | \$3.08 | | | | \$34 | | | | | \$3,504 |
| Hanjin | 3% | 3% | 21 Days | \$4,2001 | | | | | | | | | \$4,200 |
| Hapag-Lloyd | 0% | 5% | | \$3.08 | | | | \$34 | | | | | \$3,504 |
| Mitsui OSK | 0% | 3% | 19 Days | \$2,6001 | | | | | | | | | \$2,600 |

¹ Rate is per container

Issue Date: June 15, 1999

Page 5 of 7

L.A./L.B./Oakland Ports To Singapore

Fresh Oranges

Monthly Market Share For: March 1999

Month\Year: 97\170

| Month Fear. 97/170 | | | | | | | | | | | | | |
|--------------------|-----------------|--------------------|----------------------|----------------------|-------------------|----|-----|------|---------|-----|-----------|------|---------------|
| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| P&O Nedlloyd | 30% | 32% | 18 Days | \$2,4001 | | | 10% | | | | | | \$2,640 |
| APL | 20% | 20% | 18 Days | \$3.08 | | | | \$34 | | | | | \$3,504 |
| Hapag-Lloyd | 15% | 11% | 18 Days | \$3.08 | | | 10% | \$34 | | | | | \$3,797 |
| Cho Yang | 9% | 7% | 20 Days | \$3.03 | | | | \$34 | | | | | \$3,457 |
| Sea-Land | 6% | 6% | 22 Days ³ | \$2,400 ¹ | | | 00% | | | | | | \$2,640 |
| Maersk | 5% | 5% | 19 Days | \$2,4001 | \$20 ¹ | | | | | | | | \$2,420 |
| Hyundai | 2% | 7% | 18 Days | \$2,400 ¹ | | | 10% | | | | | | \$2,640 |
| NYK Line | 2% | 2% | 18 Days | \$2,400 ¹ | | | 10% | | | | | | \$2,640 |
| Yang Ming | 1% | 2% | 22 Days | | | | | | | | | | |
| Evergreen | 1% | 1% | 23 Days | \$3.08 | | | | \$34 | | | | | \$3,504 |
| Hanjin | 1% | 1% | 20 Days | \$4,0001 | | | 10% | | | | | | \$4,400 |

¹ Rate is per container

Issue Date: June 15, 1999

³ Transit time is based on departure from Tacoma, WA.

L.A./L.B./Oakland Ports To Tokyo, Japan

Fresh Oranges

Monthly Market Share For: March 1999

Month\Year: 193\346

| Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|-----------------|---------------------------------------|--|--|--|--|---|---|--|---|---|--|--|
| 24% | 23% | 12 Days | \$2,4001 | | | | | | | | | \$2,400 |
| 17% | 22% | 11 Days | \$2,260 ¹ | | | 43% | | | | | | \$3,232 |
| 10% | 10% | 13 Days | \$2,21016 | \$20 ¹ | | | | | | | | \$2,230 |
| 10% | 6% | 11 Days | \$2,240 ¹ | | | 43% | | | | | | \$3,203 |
| 10% | 6% | 10 Days | \$1.80 | | | 43% | \$34 | | | | | \$3,206 |
| 8% | 10% | 11 Days | \$1.80 | | | | | | | | 1008 pkgs | . \$1,814 |
| 3% | 6% | 11 Days | \$1.80 | | | 43% | \$34 | | | | 1008 pkgs | . \$3,207 |
| 3% | 3% | 10 Days | \$2,2401 | | | 43% | | | | | | \$3,203 |
| 2% | 2% | 10 Days | \$2,240 ¹ | | | 43% | | | | | | \$3,203 |
| 2% | 2% | 12 Days | \$2,2401 | | | 43% | | | | | | \$3,023 |
| 1% | 2% | 14 Days | \$2,240 ¹ | | | 43% | | | | | | \$3,203 |
| 1% | 1% | 11 Days | \$2,2401 | | | 43% | | | | | | \$3,203 |
| 1% | 1% | 14 Days⁴ | \$2,600 ¹ | | | 43% | | | | | | \$3,278 |
| 1% | 1% | 13 Days | \$3.21 | | | | | | | | 1008 pkgs | . \$3,236 |
| | 24% 17% 10% 10% 10% 8% 3% 2% 2% 1% 1% | Share Share CY 24% 23% 17% 22% 10% 10% 10% 6% 8% 10% 3% 6% 3% 3% 2% 2% 1% 2% 1% 1% 1% 1% 1% 1% | Share Share CY Time 24% 23% 12 Days 17% 22% 11 Days 10% 10% 13 Days 10% 6% 11 Days 10% 6% 10 Days 8% 10% 11 Days 3% 6% 11 Days 3% 3% 10 Days 2% 2% 10 Days 2% 2% 12 Days 1% 2% 14 Days 1% 1% 11 Days 1% 1% 14 Days | Share Share CY Time Ocean Rate 24% 23% 12 Days \$2,400¹ 17% 22% 11 Days \$2,260¹ 10% 10% 13 Days \$2,210¹6 10% 6% 11 Days \$2,240¹ 10% 6% 10 Days \$1.80 8% 10% 11 Days \$1.80 3% 6% 11 Days \$2,240¹ 2% 2% 10 Days \$2,240¹ 2% 2% 12 Days \$2,240¹ 1% 2% 14 Days \$2,240¹ 1% 1% 11 Days \$2,240¹ 1% 14 Days \$2,240¹ 1% 1% 11 Days \$2,240¹ 1% 14 Days \$2,240¹ 1% 14 Days \$2,240¹ 1% 14 Days \$2,240¹ 1% 14 Days \$2,600¹ | Share Share CY Time Ocean Rate BAF 24% 23% 12 Days \$2,400¹ 17% 22% 11 Days \$2,260¹ 10% 10% 13 Days \$2,210¹⁶ \$20¹ 10% 6% 11 Days \$2,240¹ 10% 6% 10 Days \$1.80 8% 10% 11 Days \$1.80 3% 6% 11 Days \$1.80 3% 3% 10 Days \$2,240¹ 2% 2% 10 Days \$2,240¹ 2% 2% 12 Days \$2,240¹ 1% 2% 14 Days \$2,240¹ 1% 1% 11 Days \$2,240¹ 1% 14 Days \$2,240¹ 1% 14 Days \$2,240¹ 1% 14 Days \$2,600¹ | Share Share CY Time Ocean Rate BAF CY 24% 23% 12 Days \$2,400¹ 17% 22% 11 Days \$2,260¹ 10% 10% 13 Days \$2,210¹6 \$20¹ 10% 6% 11 Days \$1.80 8% 10% 11 Days \$1.80 3% 6% 11 Days \$1.80 3% 3% 10 Days \$2,240¹ 2% 2% 10 Days \$2,240¹ 2% 2% 12 Days \$2,240¹ 1% 2% 14 Days \$2,240¹ 1% 1% 11 Days \$2,240¹ 1% 14 Days \$2,240¹ 1% 14 Days \$2,240¹ 1% 14 Days \$2,240¹ 1% 14 Days \$2,600¹ | Market Share Market Share CY Time Ocean Rate BAF CY CAF 24% 23% 12 Days \$2,400¹ \$2,260¹ \$43% 10% 10% 13 Days \$2,210¹6 \$20¹ \$20¹ 10% 6% 11 Days \$2,240¹ \$43% 10% 6% 10 Days \$1.80 \$43% 8% 10% 11 Days \$1.80 \$43% 3% 6% 11 Days \$1.80 \$43% 3% 3% 10 Days \$2,240¹ \$43% 2% 2% 10 Days \$2,240¹ \$43% 2% 2% 12 Days \$2,240¹ \$43% 1% 2% 14 Days \$2,240¹ \$43% 1% 1% 11 Days \$2,240¹ \$43% 1% 1% 11 Days \$2,240¹ \$2,240¹ \$2,240¹ 1% 1% 14 Days \$2,240¹ \$2,240¹ \$2,240¹ \$2,240¹ \$2,240¹ | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC 24% 23% 12 Days \$2,400¹ 43% 17% 22% 11 Days \$2,260¹ 43% 10% 10% 13 Days \$2,210¹6 \$20¹ 10% 6% 11 Days \$2,240¹ 43% 10% 6% 10 Days \$1.80 43% \$34 8% 10% 11 Days \$1.80 43% \$34 3% 6% 11 Days \$1.80 43% \$34 3% 3% 10 Days \$2,240¹ 43% 2% 2% 10 Days \$2,240¹ 43% 2% 2% 12 Days \$2,240¹ 43% 1% 2% 14 Days \$2,240¹ 43% 1% 1% 14 Days \$2,240¹ 43% 1% 1% 11 Days \$2,240¹ 43% 1% 1% 14 | Share Share CY Time Ocean Rate BAF CY CAF THC CFS Rec 24% 23% 12 Days \$2,400¹ 43% 17% 22% 11 Days \$2,260¹ 43% 43% 43% 10% 10% 10% 13 Days \$2,210¹6 \$20¹ \$20¹ 43% \$34 \$34 \$36 \$34 \$36 \$34 \$34 \$36 \$34 <td>Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB 24% 23% 12 Days \$2,400¹ 43% 43% *** 10% 10% 13 Days \$2,260¹ 43% *** *** 10% 6% 11 Days \$2,240¹ 43% *** *** 10% 6% 10 Days \$1.80 43% \$34 *** 8% 10% 11 Days \$1.80 43% \$34 *** 3% 6% 11 Days \$1.80 43% \$34 *** 2% 2% 10 Days \$2,240¹ 43% *** *** 2% 2% 12 Days \$2,240¹ 43% *** *** 1% 2% 14 Days \$2,240¹ 43% *** *** 1% 1% 11 Days \$2,240¹ 43% *** *** 1% 1% 1</td> <td>Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. 24% 23% 12 Days \$2,4001 43% *** <</td> <td>Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. Size 24% 23% 12 Days \$2,400¹ 43% ***<</td> | Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB 24% 23% 12 Days \$2,400¹ 43% 43% *** 10% 10% 13 Days \$2,260¹ 43% *** *** 10% 6% 11 Days \$2,240¹ 43% *** *** 10% 6% 10 Days \$1.80 43% \$34 *** 8% 10% 11 Days \$1.80 43% \$34 *** 3% 6% 11 Days \$1.80 43% \$34 *** 2% 2% 10 Days \$2,240¹ 43% *** *** 2% 2% 12 Days \$2,240¹ 43% *** *** 1% 2% 14 Days \$2,240¹ 43% *** *** 1% 1% 11 Days \$2,240¹ 43% *** *** 1% 1% 1 | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. 24% 23% 12 Days \$2,4001 43% *** < | Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. Size 24% 23% 12 Days \$2,400¹ 43% ***< |

¹ Rate is per container

Issue Date: June 15, 1999

Page 7 of 7

¹⁶ Rate is calculated per KT not by container.

⁴ Transit time is based on departure from Long Beach, CA.